

Regional Revenue Analyst

Overview

[Keysight](#) is on the forefront of technology innovation, delivering breakthroughs and trusted insights in electronic design, simulation, prototyping, test, manufacturing, and optimization. Our ~15,000 employees create world-class solutions in communications, 5G, automotive, energy, quantum, aerospace, defense, and semiconductor markets for customers in over 100 countries. Learn more [about what we do](#).

Our powerful, [award-winning](#) culture embraces a bold vision of where technology can take us and a passion for tackling challenging problems with industry-first solutions. [Diversity, equity & inclusion](#) are integral parts of our culture and drivers of innovation at Keysight. We believe that when people feel a sense of belonging, they can be more creative, innovative, and thrive at all points in their careers.

Responsibilities

Join our dynamic, multilingual team in Barcelona and play a key role in ensuring accurate revenue recognition across the region.

About the Role

As a Revenue Lead, you will review and analyze deals to ensure compliance with accounting standards (LC and US GAAP) and provide guidance on revenue-related matters. Your expertise will help optimize revenue processes and support cross-functional teams.

Key Responsibilities

- Review high-value deals at the quote and order stages, ensuring compliance with ASC606 Revenue Recognition standards and internal policies.
- Act as a consultant to internal teams, providing guidance on revenue processes and optimization.
- Collaborate with Project Managers, Legal Department, Solution Specialists, Customer Service Representatives, Account Managers, Division Controllers, Financial Analysts, Auditors, and the Revenue Accounting team.
- Collaborate with sales and finance teams to ensure revenue is maximized and recognized as per corporate guidelines.
- Be the point of contact for revenue-related inquiries and align with the global revenue team.
- Request revenue corrections via Journal Voucher and perform quarterly sign-offs on specific revenue checks conducted within the organization.
- Support and develop new or improved approaches to revenue recognition processes in close alignment with the Business Process team representative.

Qualifications

- Bachelor's degree in Business, Finance, Law, or a related field.
- Language requirements: Fluent in English and proficient in German.
- Proven professional experience in deal analysis from a revenue perspective or a related role.
- Ability to easily understand terms and conditions in several European languages.
- Critical thinking and strong analytical skills, with a focus on accuracy.
- Solid communication skills and the ability to work collaboratively across departments to establish strong working relationships.
- Effective time management and organizational skills to maximize productivity.
- Strong problem-resolution skills, with the best interest of customers and Keysight in mind.

What We Offer

A place within an exciting company! At Keysight, we develop with our visionary, market-leading, and highly innovative customer breakthroughs that connect and secure the world.

Our benefits are:

- Competitive salary based on experience
- A highly attractive benefits package
 - Lunch vouchers
 - Private health insurance
 - Childcare allowance
 - Gym Funding
 - Keysight Results Bonus
 - Stock Purchase Plan
 - Life insurance
 - Flexible benefits for public transport, kindergarten, and trainings (tax benefit)
- Flexible work environment and working from home days
- Opportunities for professional development and growth